

## Message Text

UNCLASSIFIED

PAGE 01 TEHRAN 04846 010831Z  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
-----010852Z 018759 /20

R 010703Z JUN 77  
FM AMEMBASSY TEHRAN  
TO SECSTATE WASHDC 2868  
INFO AMEMBASSY TEL AVIV  
USDOC WASHDC

UNCLAS TEHRAN 4846

E.O.11652: N/A  
TAGS: BEXP, IR  
SUBJ: JANUARY 1978 MEDICAL EQUIPMENT SPECIALIZED  
TRADE MISSION

REF: (A) STATE 101001, (B) TEHRAN A-12, (C) SHIRAZ A-8,  
(D) 76 TEHRAN A-193

1. DURATION OF VISIT: MEDICAL EQUIPMENT TRADE MISSION  
SHOULD PLAN ON A MINIMUM OF FOUR WORKING DAYS IN TEHRAN  
(WEEKEND IS THURSDAY/FRIDAY) AND POSSIBLY ONE ADDITIONAL  
DAY IN SHIRAZ OR TEHRAN.

2. PRODUCTS AND SALEABILITY PROSPECTS: NO MEDICAL  
EQUIPMENT BEYOND DISPOSABLES AND SOME MEDICAL FURNITURE  
IS PRODUCED IN IRAN, AND THE GOI PLANS TO INCREASE THE  
NUMBER OF HOSPITAL BEDS BY 50 PERCENT IN THE NEXT  
FIVE YEARS. THERE IS, THEREFORE, A GOOD MARKET FOR  
ENTIRE RANGE OF MEDICAL EQUIPMENT. (SEE TEHRAN A-12  
DTD JAN 23, 1977 FOR A LIST OF HOSPITAL PROJECTS,  
A-193 DTD NOV 11, 1976 FOR A LIST OF THOSE  
PRODUCTS WITH THE BEST SALES POTENTIAL, AND THE  
MEDICAL SEGMENT OF THE COMPREHENSIVE COUNTRY MARKET  
RESEARCH RECENTLY RECEIVED IN USDOC/OIM FOR A MORE  
COMPLETE ANALYSIS OF THE MARKET FOR MEDICAL EQUIP-  
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MENT.)

3. OTHER PROMOTIONAL EVENTS: THE TEHRAN INTERNATIONAL  
FAIRS AND EXHIBITS CORP. WILL HOST AN QUOTE IRAN-MED  
UNQUOTE SHOW NOV 12 TO 18, 1978.

4. MAJOR DEVELOPMENT PLANS: SEE TEHRAN A-12. (NONE

OF THE TENDERS MENTIONED HAS YET BEEN ISSUED).

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Office:** ACTION NEA  
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**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
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**Review Release Event:** n/a  
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**Review Withdrawn Fields:** n/a  
**SAS ID:** 1997038  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** JANUARY 1978 MEDICAL EQUIPMENT SPECIALIZED TRADE MISSION  
**TAGS:** BEXP, IR  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/dcd10773-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
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